

Sales - BPO

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Company: Info Resume Edge

Location: Islamabad

Category: other-general

Key Responsibilities:

Prospecting and Lead Generation:

Identify potential conference attendees through market research, industry publications, and networking.

Generate leads through cold calling, email campaigns, and other outreach strategies.

Sales Strategy Development:

Develop and implement effective sales strategies to maximize delegate pass sales.

Collaborate with the marketing team to align sales efforts with promotional campaigns.

Client Relationship Management:

Build and maintain strong relationships with existing and potential clients.

Provide exceptional customer service to address client inquiries and concerns.

Product Knowledge:

Stay informed about conference topics, speakers, and key highlights to effectively communicate value propositions to potential delegates.

Understand the competitive landscape and position the conference as a leading event in the industry.

Sales Presentations:

Conduct presentations to potential delegates, showcasing the benefits and value of attending the conference.

Customize presentations based on the needs and interests of different client segments.

Negotiation and Closing:

Negotiate terms and pricing with potential delegates to achieve sales targets.

Close sales and ensure all necessary documentation are completed accurately and promptly.

Sales Reporting:

Provide regular sales reports to management, detailing progress against targets, key metrics, and areas for improvement.

Collaboration with Cross-functional Teams:

Collaborate with marketing, event planning, and customer service teams to ensure a seamless experience for conference attendees.

Required Qualifications:

Candidates with O/A Levels are encouraged to apply.

2 to 3 years of proven experience in international sales with USA-based clients.

Excellent English Communicator, both verbal and written.

Ability to Communicate with International clients

Strong negotiation and closing abilities.

Ability to work independently and as part of a team.

Familiarity with Excel and sales tracking tools. Candidates from the BPO sector are encouraged to apply.

Attributes:

Results-driven and target-oriented.

Customer-focused with a commitment to delivering exceptional service

Adaptability and ability to thrive in a fast-paced environment.

Strong analytical and problem-solving skills.

Self-motivated and proactive.

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